

Message Text

UNCLASSIFIED

PAGE 01 LIMA 02557 271941Z

72

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
----- 011457

P R 271840Z MAR 75
FM AMEMBASSY LIMA
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 4525

UNCLAS LIMA 2557

E.O. 11652: N/A
TAGS: BEXP, PE
SUBJECT: SPECIAL TRADE OPPORTUNITY - POLICE PATROL VEHICLES

REF: A) LIMA 2110; B) USDOC 4746

1. COMATT DISCUSSED THIS PURCHASE WITH HEAD OF GUARDIA CIVIL GENERAL ZAPATA WHO STATED THAT THEY NEED THESE UNITS AS SOON AS POSSIBLE. THEY WANT UNITS MADE AND ASSEMBLED IN U.S. HE APPEARED VERY ANXIOUS TO MAKE CONTACTS DIRECTLY WITH U.S. MANUFACTURERS. QUANTITY MAY BE ABOVE 100 UNITS. HE EXPRESSED DISSAPOINTMENT NO U.S. REPRESENTATIVES HAVE MADE CONTACT WITH HIM.

2. IN VIEW VERY HIGH LEVEL REQUEST AND FACT THAT GENERAL ZAPATA MADE IT VERY CLEAR THAT GUARDIA CIVIL DOEW NOT WANT TO DEAL WITH LOCAL DEALERS, EMBASSY RECOMMENDS STRONGLY THAT EVERY EFFORT BE MADE TO CONVICE COMPANIES CONCERNED THAT IF THEY WISH TO MAKE THIS EXPORT SALE IT WOULD BE ADVISABLE THEY BE AS FORTHCOMING AS POSSIBLE. GIVEN PRESENT DEPRESSED STAGE AUTOMOBILE INDUSTRY IN U.S. POSSIBILITY OF EXPORTING 100 UNITS SHOULD BE ATTRACTIVE PROPOSITION. PATROL CARS DESIRED ARE: 4 DOOR SEDANS; 6 CYLINDER ENGINES; MINIMUM 140 HP; AUTOMATIC TRANSMISSION; FOR USE IN URBAN AREAS.

ACTION REQUESTED: WOULD APPRECIATE DOC CONTACTING THREE U.S. FIRMS LISTED REFTTEL AND URGING THEIR
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CONSIDERATION DIRECT SALE. SPEED IS VERY INPORTANT.

CONTACT SHOULD BE MADE BY EARLY NEXT WEEK. PLEASE
ADVISE.
DEAN

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NNN

Message Attributes

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